

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 281700Z JAN 76
FM AMEMBASSY BERN
TO SECSTATE WASHDC 2057
INFO AMCONSUL BARCELONA
AMEMBASSY MADRID
AMCONSUL MILAN
AMEMBASSY ROME
USDOC WASHDC
AMCONSUL ZURICH UNN

UNCLAS BERN 0441

E.O. 11652: N/A

TAGS: BEXP, SZ

SUBJ: TRADE MISSION: INDUSTRIAL AND COMMERCIAL SECURITY

REF: STATE 020374

1. ACTION REQUESTED: PLEASE ADVISE ASAP IF MISSION RE-SCHEDULED OR CANCELLED.

2. STATE 020374, APPARENTLY DRAFTED WELL PRIOR TO JAN. 23, ARRIVED BERN (TODAY) JAN. 28.

3. MISSION ACCOMMODATIONS: HOTEL AND CONFERENCE ROOMS BOOKED NIGHTS MARCH 18-21 HOTEL INTERNATIONAL (FOUR NIGHTS), ZURICH, AND HOTEL ROOMS NIGHTS MARCH 22 -24 (THREE NIGHTS) HOTEL SILVAHOF, BERN. SINGLES SF 80 PER NIGHT, SUITE SF 200 PER NIGHT AT INTERNATIONAL. FOUR SINGLES AT SILVAHOF SF 60 PER NIGHT; OTHERS AVAILABLE RANGE FROM SF 50 EACH PER NIGHT (WITH PRIVATE WASH BASIN IN EACH BEDROOM PLUS CONNECTING BATH AND TOILET, EACH IN SEPARATE COMPARTMENT, TO BE SHARED BY TWO SF 50 SINGLES) TO SF 85 FOR SINGLE OCCUPANCY IN DOUBLE ROOMS. SUITE AT SILVAHOF SF 100 PER DAY. MISSION SITE IN BERN WOULD BE EMBASSY, WHICH DIRECTLY NEXT TO SILVAHOF, WHERE EACH MISSION MEMBER

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WOULD HAVE PRIVATE OFFICE. CONFERENCE ROOM AT INTERNATIONAL

SF 300 PER DAY IF DINNER OR RECEPTION HELD AT HOTEL.

4. SCHEDULING OF MISSION: WHILE WE WOULD REGRET VERY MUCH LOSING OR RESCHEDULING THIS MISSION, WE ARE CONCERNED THAT A MISSION CONSTITUTED AS PER STATE 020374 WOULD PROVE DISAPPOINTING TO SWISS AND BE LESS SUCCESSFUL THAN WE WOULD WISH. OF FOUR FIRMS RECRUITED, MOSLER IS ALREADY REPRESENTED IN SWITZERLAND (BY JOERIMANN AG, KUESNACHT.) POLICE PRODUCTS RELATIVELY LESS NEEDED HERE THAN INDUSTRIAL AND COMMERCIAL SECURITY EQUIPMENT FOR USE BY PRIVATE SECTOR. CONSULTANT DESIRABLE ADDITION TO FULL-SIZE MISSION, BUT MOST SWISS FIRMS WOULD PREFER SEE MISSION MEMBERS REPRESENTING MANUFACTURERS. WE ARE HOPEFUL CONTINUED RECRUITMENT EFFORTS HAVE BEEN SUCCESSFUL IN SIGNIFICANTLY EXPANDING PARTICIPATION. (SEE BERN 3526, PARA. 6 RE ITEMS OF INTEREST.)

5. ASSUMING SOLID MISSION CAN BE RECRUITED, WE HOPE RESCHEDULING WILL NOT NECESSITATE CANCELLING OF SWISS SEGMENT OF ITINERARY. RATHER THAN LOSE MISSION, WE WOULD PREFER SCHEDULE FOR SEPTEMBER, DESPITE POTENTIAL CONFLICT WITH CATALOG SHOW AT INTERFEREX (SEPT. 5-7), WHICH WILL KEEP EMBASSY BUSY THROUGH FIRST HALF OF MONTH. MISSION LATER IN SEPTEMBER WOULD BE ACCEPTABLE, IF SPRING VISIT NOT FEASIBLE.

6. DATE OF SWISS VISIT: STATE 269609 INDICATES MISSION WILL BE ZURICH MARCH 19 -22 AND BERN MARCH 23 -24. HOWEVER, WE NOTE JAN. 5 ISSUE OF COMMERCE AMERICA (PAGE 31) LISTS MISSION DATES AS MARCH 8 -22. WE REPORTED EARLIER THAT TWO DAYS WOULD SUFFICE IN SWITZERLAND, BUT WERE AGREEABLE TO FOUR WORKING DAYS INDICATED IN STATE 269069. PLEASE CLARIFY DATES PLANNED FOR SWISS VISIT.

7. IN ORDER PROCEED WITH PROMOTION OF MISSION AND CONFIRMATION OF HOTEL AND OTHER ADMINISTRATIVE ARRANGEMENTS, WOULD BE GRATEFUL PROMPT ADVICE RE STATUS OF MISSION ONCE DECISION IS TAKEN.
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